

STATE OF SOUTH CAROLINA

Application of )  
Capital Communications Consultants, Inc. )  
For a Certificate of Public )  
Convenience and Necessity to )  
Provide Interexchange and )  
Local Exchange )  
Telecommunications Services and )  
for local service offerings to be regulated )  
in accordance with procedures authorized )  
for NewSouth Communications in Order )  
No. 98-165 in docket No. 97-467-C; and )  
For interexchange service offerings to be )  
regulated in accordance with procedures )  
established for alternative regulation in )  
Order Nos. 95-1734 and 96-55 in )  
Docket No. 95-661-C. )

BEFORE THE  
PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA

COVER SHEET

DOCKET  
NUMBER: 2010 - 349 - C

(Please type or print)

Submitted by: Angela Janssen  
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NOTE: The cover sheet and information contained herein neither replaces nor supplements the filing and service of pleadings or other papers as required by law. This form is required for use by the Public Service Commission of South Carolina for the purpose of docketing and must be filled out completely.

DOCKETING INFORMATION (Check all that apply)

- ☐ Emergency Relief demanded in petition ☐ Request for item to be placed on Commission's Agenda expeditiously  
☐ Other: \_\_\_\_\_

INDUSTRY (Check one)	NATURE OF ACTION (Check all that apply)		
<input type="checkbox"/> Electric	<input type="checkbox"/> Affidavit	<input type="checkbox"/> Letter	<input type="checkbox"/> Request
<input type="checkbox"/> Electric/Gas	<input type="checkbox"/> Agreement	<input type="checkbox"/> Memorandum	<input type="checkbox"/> Request for Certification
<input type="checkbox"/> Electric/Telecommunications	<input type="checkbox"/> Answer	<input type="checkbox"/> Motion	<input type="checkbox"/> Request for Investigation
<input type="checkbox"/> Electric/Water	<input type="checkbox"/> Appellate Review	<input type="checkbox"/> Objection	<input type="checkbox"/> Resale Agreement
<input type="checkbox"/> Electric/Water/Telecom.	<input type="checkbox"/> Application	<input type="checkbox"/> Petition	<input type="checkbox"/> Resale Amendment
<input type="checkbox"/> Electric/Water/Sewer	<input type="checkbox"/> Brief	<input type="checkbox"/> Petition for Reconsideration	<input type="checkbox"/> Reservation Letter
<input type="checkbox"/> Gas	<input type="checkbox"/> Certificate	<input type="checkbox"/> Petition for Rulemaking	<input type="checkbox"/> Response
<input type="checkbox"/> Railroad	<input type="checkbox"/> Comments	<input type="checkbox"/> Petition for Rule to Show Cause	<input type="checkbox"/> Response to Discovery
<input type="checkbox"/> Sewer	<input type="checkbox"/> Complaint	<input type="checkbox"/> Petition to Intervene	<input type="checkbox"/> Return to Petition
<input type="checkbox"/> Telecommunications	<input type="checkbox"/> Consent Order	<input type="checkbox"/> Petition to Intervene Out of Time	<input type="checkbox"/> Stipulation
<input type="checkbox"/> Transportation	<input type="checkbox"/> Discovery	<input checked="" type="checkbox"/> Prefiled Testimony	<input type="checkbox"/> Subpoena
<input type="checkbox"/> Water	<input type="checkbox"/> Exhibit	<input type="checkbox"/> Promotion	<input type="checkbox"/> Tariff
<input type="checkbox"/> Water/Sewer	<input type="checkbox"/> Expedited Consideration	<input type="checkbox"/> Proposed Order	<input type="checkbox"/> Other:
<input type="checkbox"/> Administrative Matter	<input type="checkbox"/> Interconnection Agreement	<input type="checkbox"/> Protest	
<input type="checkbox"/> Other:	<input type="checkbox"/> Interconnection Amendment	<input type="checkbox"/> Publisher's Affidavit	
	<input type="checkbox"/> Late-Filed Exhibit	<input type="checkbox"/> Report	

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November 18, 2010

**VIA OVERNIGHT DELIVERY**

Ms. Jocelyn G. Boyd  
Chief Clerk of the Commission  
South Carolina Public Service Commission  
101 Executive Center Drive, Suite 100  
Columbia, South Carolina 29210  
(803) 896-5100

Re: Capital Communications Consultants, Inc.  
Docket No. 2010-349-C

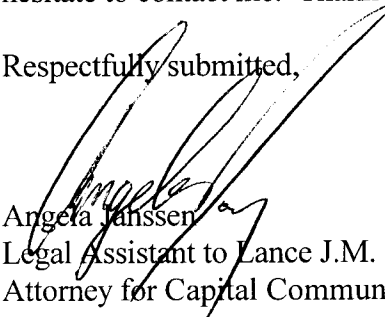
Dear Ms. Boyd:

Enclosed please find for filing an original and twenty-five (25) copies of the company's pre-filed testimony. The company does not intend to engage in telemarketing in the State of South Carolina.

I have enclosed an extra copy of this letter to be date-stamped and returned to me in the self-addressed, postage prepaid envelope I have provided.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me. Thank you.

Respectfully submitted,

  
Angela Janssen  
Legal Assistant to Lance J.M. Steinhart  
Attorney for Capital Communications Consultants, Inc.

Enclosures

cc: Bryan Michael  
Shealy Boland Reibold – ORS via e-mail: [sreibol@regstaff.sc.gov](mailto:sreibol@regstaff.sc.gov)  
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**STATE OF SOUTH CAROLINA  
BEFORE THE SOUTH CAROLINA PUBLIC SERVICE COMMISSION**

<b>In re:</b>	)	
	)	
<b>Application of</b>	)	
<b>Capital Communications Consultants, Inc.</b>	)	
	)	
<b>For a Certificate of Public</b>	)	<b>DOCKET NO. 2010-349-C</b>
<b>Convenience and Necessity to</b>	)	
<b>Provide Interexchange and</b>	)	
<b>Local Exchange</b>	)	<b>DIRECT TESTIONY</b>
<b>Telecommunications Services and</b>	)	<b>OF BRYAN MICHAEL</b>
<b>for local service offerings to be regulated</b>	)	
<b>in accordance with procedures authorized</b>	)	
<b>for NewSouth Communications in Order</b>	)	
<b>No. 98-165 in docket No. 97-467-C; and</b>	)	
<b>For interexchange service offerings to be</b>	)	
<b>regulated in accordance with procedures</b>	)	
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<b>Docket No. 95-661-C.</b>	)	

I. Introduction

- |    |  |           |           |  |
|----|--|-----------|-----------|--|
| 1  |  | <b>1.</b> | <b>Q.</b> | <b>Please state your name and business address.</b>                                  |
| 2  |  |           | <b>A.</b> | My name is Bryan Michael. Capital Communications has recently relocated to a         |
| 3  |  |           |           | new business address of 7470 Bartlett Corporate Cove W, Suite 102, Bartlett,         |
| 4  |  |           |           | Tennessee 38113.   |
| 5  |  | <b>2.</b> | <b>Q.</b> | <b>By whom are you employed and in what capacity?</b>                                |
| 6  |  |           | <b>A.</b> | I am the President of Capital Communications Consultants, Inc. ("Capital             |
| 7  |  |           |           | Communications").  |
| 8  |  | <b>3.</b> | <b>Q.</b> | <b>Please give a brief description of your background and experience in business</b> |
| 9  |  |           |           | <b>and telecommunications.</b>   |
| 10 |  |           | <b>A.</b> | See Exhibit D to our application.  |

1 4. **Q. What is the purpose of your testimony?**

2 A. The purpose of my testimony is to describe the nature of Capital Communications'  
3 proposed service offering within the State of South Carolina, and to demonstrate its  
4 financial, managerial, and technical ability to provide the telecommunications  
5 services for which authority is sought herein.

6 5. **Q. Do you wish to incorporate by reference any documents into your testimony?**

7 A. Yes. I wish to incorporate by reference the underlying Application filed in this  
8 proceeding and its associated attachments.

9 **II. The Business of Capital Communications**

10 6. **Q. Has Capital Communications registered to do business in South Carolina?**

11 A. Yes. Capital Communications is a Georgia Corporation that has received  
12 authorization to transact business within the State of South Carolina. A copy of  
13 Capital Communications' Articles of Incorporation is attached to the Application as  
14 Exhibit A and a copy of the document of authorization from the State of South  
15 Carolina is attached to that Application as Exhibit B.

1     7.     **Q.     Please describe the services Capital Communications intends to provide within**  
2           **the State of South Carolina.**

3           A.     Capital Communications may offer a full array of services to both business and  
4           residential customers, including the following:

5                     Interexchange (switched and dedicated services):

- 6                     A.     1+ and 101XXXX outbound dialing;
- 7                     B.     800/888 toll-free inbound dialing;
- 8                     C.     Calling cards; and
- 9                     D.     Data Services.

10                    Local Exchange:

- 11                    A.     Local Exchange Services for business and residence customers that will
- 12                            enable customers to originate and terminate local calls in the local calling
- 13                            area served by other LECs, including local dial tone and custom calling
- 14                            features.
- 15                    B.     Switched local exchange services, including basic service, trunks, carrier
- 16                            access, and any other switched local services that currently exist or will exist
- 17                            in the future.
- 18                    C.     Non-switched local services (e.g., private line) that currently exist or will
- 19                            exist in the future.
- 20                    D.     Centrex and/or Centrex-like services that currently exist or will exist in the
- 21                            future.
- 22                    E.     Digital subscriber line, ISDN, and other high capacity services.

23                    Capital Communications will initially resell local and long distance services, and  
24                    provide local service though the use of use unbundled network elements utilizing  
25                    the facilities of the existing LECs or underlying carriers that presently serve South  
26                    Carolina.

27                    Applicant seeks authority to resell and provide through its own facilities local  
28                    exchange services throughout the State primarily in the areas served by BellSouth  
29                    Telecommunications, Inc. d/b/a AT&T South Carolina (“AT&T South Carolina”).  
30

Applicant's local calling areas initially will coincide with the incumbent local exchange carrier's local calling areas. Applicant has no plans to install facilities in the State of South Carolina. If Applicant installs facilities in South Carolina, it will probably provide voice and high speed data services through a combination of the latest technology switching and transport media. The switching system will consist of a central processing and control complex capable of interconnection as a peer to the incumbent as well as competitive local exchange companies. The hub portion of the switch will interconnect with the public switched network on Signaling System 7 ("SS7") or Feature Group D ("FGD") facilities. The system's remote module capability will allow properties to be served in a manner that provides the exchange of appropriate signaling, control and calling/caller information to the network in accordance with network standards and specifications. Additionally, these services will be delivered over a combination of delivery mechanisms through incumbent local carriers' unbundled loop network, both copper and fiber and transport networks, as well as via Applicant constructed facilities. Its services will be available on a full-time basis, twenty-four hours a day, seven days a week, to customers within the geographic boundaries of the State of South Carolina. Customers will be billed by Applicant. Applicant is committed to providing access to a local operator, directory assistance, 911 services, and dual relay services. Applicant is also willing to accept its obligations to collect 911 and dual relay service surcharges from its local exchange customers, and to remit those funds to the appropriate authorities.

1     8.     **Q.     What carrier will Capital Communications utilize as its underlying carrier for**  
2                 **services in South Carolina?**

3             A.     For interexchange service, Capital Communications intends to utilize AT&T South  
4                     Carolina as its underlying carrier. Capital Communications intends to offer service  
5                     offer local service using facilities of the incumbent local exchange telephone  
6                     companies ("LECs") certificated to provide local exchange service in the State of  
7                     South Carolina. The company has initiated negotiations with AT&T South  
8                     Carolina.

9     9.     **Q.     Does Capital Communications have authorization to provide intrastate**  
10               **telecommunications services in any other state?**

11            A.     Yes. Capital Communications is currently authorized to provide local exchange  
12                    and interexchange services in Georgia and Kentucky. Applicant is in the process  
13                    of applying for authorization to provide competitive local exchange and  
14                    interexchange services in Alabama, Florida, Louisiana, Mississippi, North  
15                    Carolina and Tennessee. Applicant has not been denied authority for any of the  
16                    services for which it seeks authority in this Application. Applicant is not  
17                    currently providing service in any state.

18     10.    **Q.     Has Capital Communications ever had an application for a certificate of public**  
19               **convenience and necessity denied?**

20            A.     No.

21     11.    **Q.     Does Capital Communications intend to file a tariff with the Commission?**

22            A.     Yes. Capital Communications filed an interexchange tariff as Exhibit F and a local  
23                    price list as Exhibit E to its Application in this proceeding that it will modify as  
24                    necessary in order to meet the Commission's requirements. We believe Capital

1 Communications' Tariff and price list will comport with all Orders, Rules, and  
2 Regulations of the Commission.

3 **12. Q. Will Capital Communications comply with the Commission's orders regarding**  
4 **the provision of interexchange and local services?**

5 A. Yes. Capital Communications will at all times provide and market services in  
6 accordance with current Commission policies. In particular, Capital  
7 Communications is familiar with Commission Order No. 93-462 regarding resale of  
8 intraLATA telecommunications services and will attempt to comply with the terms  
9 of that order in every respect possible. In addition, Capital Communications at all  
10 times will provide interstate services in compliance with all FCC rules and  
11 regulations. Capital Communications will at all times provide and market services  
12 in accordance with current Commission policies and will attempt to comply with the  
13 terms of that order in every respect possible.

14 **13. Q. Has Capital Communications provided any intrastate telecommunications**  
15 **services within the State of South Carolina?**

16 A. No it has not.

17 **14. Q. What rates will Capital Communications charge upon receipt of certification?**

18 A. Capital Communications will charge the tariffed rates approved by the Commission.

19 **15. Q. How will Capital Communications market services in South Carolina?**

20 A. Capital Communications intends to market its services via direct sales by Capital  
21 Communications' employees.



### III. Managerial, Technical and Financial Qualifications

16. **Q. Does Capital Communications have sufficient managerial, technical, and financial resources and ability to provide the telecommunications services proposed in its Application?**

A. Yes. Capital Communications has sufficient technical, financial, and managerial resources and ability to provide the telecommunications services for which authority is sought herein. Capital Communications' personnel represent a broad spectrum of business and technical disciplines, possessing many years of individual and aggregate telecommunications experience.

The biographical information of Capital Communications' key management team are discussed on Exhibit D which is attached to our Application in support of Applicant's managerial and technical ability to provide the services for which authority is sought herein.

1 17. **Q. How does Capital Communications handle customer service requests?**

2 A. Capital Communications' customer service representatives are available to assist  
3 its customers and will promptly respond to all customer inquiries. Customers may  
4 call (877) 225-8754 or a local number. The applicable toll free or local numbers  
5 will be printed on customers' monthly billing statements. Alternately, customers  
6 wishing to communicate with a Capital Communications customer service  
7 representative in writing may send written correspondence to Capital  
8 Communications at:

9  
10 Capital Communications Consultants, Inc.  
11 ATTN: Customer Service  
12 7470 Bartlett Corporate Cove W, Suite 102  
13 Bartlett, Tennessee 38113

14 Capital Communications' customer service representatives are prepared to respond  
15 to a broad range of service matters, including inquiries regarding: (1) the types of  
16 services offered by Capital Communications and the rates associated with such  
17 services; (2) monthly billing statements; (3) problems or concerns pertaining to a  
18 customer's current service; and (4) general service matters.

19 18. **Q. Please describe the financial condition of Capital Communications.**

20 A. In support of Capital Communications' financial ability to provide the services  
21 sought herein, copies of Capital Communications' Balance Sheet as of September  
22 16, 2010 was submitted as Exhibit C to its Application.

23 IV. Public Interest

24 19. **Q. How will residents of South Carolina benefit from Capital Communications' services and presence in South Carolina?**

25  
26 A. The Commission's grant of this certificate is in the public interest because  
27 consumers of telecommunications services within Capital Communications' service

1 territory will receive increased choice, improved quality of service, and heightened  
2 opportunities to obtain improved technology in the homes and businesses. Market  
3 incentives for new and old telecommunications providers in South Carolina will be  
4 improved greatly through an increase in the diversity of suppliers and competition  
5 within the local exchange telecommunications market. Consistent with the  
6 Commission's intent to aid in the development of a competitive telecommunications  
7 environment in South Carolina, the granting of a certificate of authority to provide  
8 local exchange service will offer increased efficiency to the State's  
9 telecommunications infrastructure through greater reliability of services and an  
10 increase in competitive choices.

11  
12 20. Q. **Has the Company ever been the subject of an investigation by any state**  
13 **Regulatory body or by the FCC?**

14 A. No.

15 21. Q. **Will the Company agree to abide by and comply with the Commission's Rules**  
16 **and Regulations and Commission Orders in its operations in South Carolina?**

17 A. Yes.

18 20. Q. **Does this conclude your testimony?**

19 A. Yes. I would like to thank the Commission for this opportunity to provide  
20 information relevant to Capital Communications' Application and am ready to  
21 provide any additional information that the Commission may need in making its  
22 decision.  
23